

## WHAT IS CLAIMED IS:

1. A web-based method of buying and selling a commodity-type product useful in manufacturing and processing industries comprising:

5 (a) providing a web site system offering products and services that includes a browsable catalog of the products and that provides services for allowing customers to electronically choose and purchase the products at a pre-established price and on a self service basis;

10 (b) requiring the customer to agree to an initial purchase agreement for said products, said purchase agreement containing a first set of pre-established terms and conditions and a second set of surcharge-bearing terms and conditions which are activated and implemented upon the  
15 customer requesting modification of the first set of terms and conditions after the initial purchase order is submitted electronically by the customer and accepted by the manufacturer of said products;

20 (c) transacting a sale of the product(s) of the catalog with the customer through the web site system; and

(d) completing the transaction by fulfilling the purchase order based on the initial purchase agreement or any modification thereof.

2. A web-based sales system to allow an Internet  
25 user to purchase a commodity-type product useful in manufacturing and processing industries comprising:

(a) a web site system offering products and services that includes a browsable catalog of the products and that provides services for allowing customers to electronically  
30 choose and purchase the products at a pre-established price and on a self- service basis;

(b) an initial purchase agreement for said products, said purchase agreement required to be agreed to by the customer, said purchase agreement containing a first set of  
35 pre-established terms and conditions and a second set of surcharge-bearing terms and conditions which are activated

and implemented upon the purchaser requesting modification of the first set of terms and conditions after the initial purchase order is submitted electronically by the customer and accepted by the manufacturer of said products;

5 (c) means for transacting a sale of the product and/or other products of the catalog with the customer through the web site system; and

(d) means for completing the transaction and fulfilling the purchase order based on the initial purchase agreement or  
10 any modification thereof.

3. The method of Claim 1 wherein the web site is constantly active.

4. The method of Claim 1 including transmitting to the customer a confirmation that the order has been  
15 received.

5. The method of Claim 1 including transmitting to the customer a confirmation that the order has either been confirmed or rejected.

6. The method of Claim 1 including transmitting to the customer a confirmation that the order has been  
20 shipped.

7. The method of Claim 1 including receiving and processing payment for the product purchased by the customer.

8. The method of Claim 7 including transmitting to the customer a confirmation that the payment has been  
25 received.

9. The method of Claim 1 including a plurality of different products from a plurality of different manufacturers.

10. The method of Claim 8 including having each manufacturer fulfill each of their own products after the initial order is received via the web site.

11. The method of Claim 1 wherein the initial terms and conditions of the contract include quantity, price,  
35 use of promo code (where decided appropriate by manufacturer) and delivery.

12. The method of Claim 1 including the step of registering the customer electronically on the web site.

13. The method of Claim 1 including the step of providing promo codes for certain products.

14. The method of Claim 1 including the step of applying a surcharge to a particular order or subsequent order.

15. The method of Claim 1 including the step of communicating the differentiated business rules per channel to the industry, via media, sales, distributors, agents, e-mail, advertising, or by word-of-mouth.

16. The method of Claim 1 including the step of enforcing the differentiation of business rules and discipline to enforce surcharges where appropriate to enforce said differentiation.

17. The method of Claim 1 including the step of providing one set of global business rules and terms and conditions in English and translating the English language into one or more different languages.

18. A method of selling a bulk chemical product comprising:

(a) providing a web site system offering bulk chemical products that includes a browsable catalog of the bulk chemical products and that provides services for allowing customers to electronically purchase the products;

(b) receiving orders electronically via the web site system;

(c) providing a customer with a business agreement with a set business rules specifying legal terms for purchasing the products;

(d) sending confirmation of order to the customer after customer accepts the business agreement;

(e) transacting a sale of the products and/or other items of the catalog with the customer through the web site system;

(f) shipping out product to the customer through normal distribution channels;

(g) sending confirmation of shipment to the customer;

(h) sending confirmation of customer receiving order to the customer after customer receives and accepts shipment of product;

(i) receiving and processing payment for product by customer; and

(j) sending confirmation of payment to the customer.

19. A method of selling product by multiple manufacturers of bulk chemical products via the Internet in e-commerce comprising:

(a) establishing a host web site for product offerings;

(b) signing manufacturers onto the host web site;

(c) taking orders from customers at pre-established contract terms and conditions;

(d) fulfilling orders at the established contract price; and

(e) delivering product to the customers by normal distribution channels.

20. A method of selling a bulk chemical product comprising:

(a) establishing a web site system offering products that includes a browsable catalog of bulk chemical products and that provides services for allowing customers to electronically purchase the products;

(b) receiving orders electronically via the web site system;

(c) providing the customer with a business contract with a set of pre-established business rules specifying legal terms for purchasing items;

(d) sending confirmation of order to the customer after customer accepts contract;

(e) transacting a sale of the product and/or other items of the catalog with the customer through the web site system;

(f) shipping out product to the customer through normal distribution channels;

(g) sending confirmation of shipment to the customer;

5 (h) sending confirmation of customer receiving order to the customer after customer receives and accepts shipment of product;

(i) receiving and processing payment for product by customer; and

(j) sending confirmation of payment to the customer.

10 21. A method of selling product by multiple manufacturers of bulk chemical products via the Internet in e-commerce comprising:

(a) establishing a host web site;

(b) signing manufacturers onto the web site;

15 (c) taking orders from customers at a pre-established contract terms and conditions;

(d) fulfilling orders at the established contract price; and

(e) delivering product by normal distribution channels.